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Automotive News

January 6, 1986

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Incentives meant to halt 15% decline

By Jenny L. King
Detroit Reporter

Did the domestic auto industry really need a new, high-powered round of sales incentives?

A look at the sales figures since the beginning of the 1986 model year provides the answer, and the answer is: Most decidedly, yes.

Sales have trailed year-ago figures in each of the eight 10-day sales periods that have been reported since the 1986 model year began Oct. 1. The overall loss for those eight periods was 14.87 percent. The totals: 1,422,411 for the 1986 models and 1,670,934 for the 1985s.

Clearly, strong measures were needed, and General Motors and Ford Motor Co. adopted such measures with their current 7.9-percent financing programs.

The new programs went into effect in the final days of December, and no sales reports have been received as yet. But if 7.9 works as well as 7.7 and 7.5 percent did last summer, there's still plenty of time to save the 1986 model year.

The 1984 domestic sales recovery from the slide that began in 1979 and lasted well into 1983 was euphoric. In all of 1984's 36 reporting periods, only seven came up short of the previous year's total.

No one really expected 1985 to parallel the 17-percent climb accomplished in 1984. The Jan. 1-10 results of plus 28 percent were followed by a modest decline. A pattern of back and forth, between plus and minus, quickly was established as 1985 got under way, with sales keeping ever so slightly ahead of the 1984 numbers.

But June's total was off 7 percent and July missed by 11 percent. A car haulers' strike cut off deliveries and customer enthusiasm. Early August sales were down.

Then history of another sort was made. In mid-August, GM announced an unprecedented 7.7 an-

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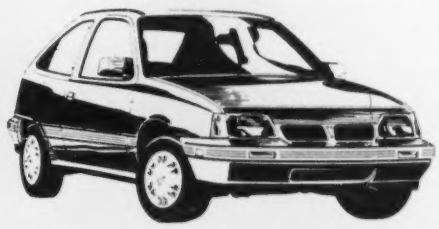
The Pontiac LeMans

The old . . .

LeMans—a star for 20 years

. . . and the new



New LeMans—for Pontiac from Daewoo

LeMans returns to Pontiac

By Mary Connelly
Detroit Reporter

LOS ANGELES.—The LeMans name will return to Pontiac as a 1988 model manufactured by General Motors' Korean partner, Daewoo Motor Company, Ltd.

The car, which will be designed and engineered in Germany by Opel, will be a derivative of the Opel Kadett. A three-door hatchback and a four-door sedan will be offered by Pontiac.

Pontiac has not said when the U.S. version will go into production nor has it estimated how many units will be imported. However, it is expected that 70,000 to 100,000 units annually will be produced for the U.S.

Pontiac General Manager J. Michael Losh announced the return of the LeMans name at the Greater Los Angeles Auto Show Friday (Jan. 3).

LeMans is an old and a popular label at Pontiac. The division first used it on a Tempest-type show car it displayed at the 1961 International Auto Show in New York. It was a sporty, supercharged model with wire wheels.

There was a LeMans option for the Tempest coupe and convertible in the 1962 model year, and LeMans became a separate Tempest series in 1963. The Tempest line was renamed LeMans for the 1971 model year and Pontiac's intermediate line continued to carry the LeMans tag through the 1981 season.

Pontiac still builds a rear-wheel-drive intermediate, but the LeMans name has given way to Bonneville.

Pontiac also introduced three new midyear models at the Los Angeles show: The newly styled Fiero GT fastback and the 6000 SE in sporty sedan and station wagon versions (story and pictures on Page 16).

Losh said the addition of the new models would boost Pontiac sales to 900,000 units in 1986. That volume would set an alltime Pontiac sales record, surpassing the 871,000 cars sold in 1978, he said.

Pontiac finished the 1985 model year with 785,617 new-car sales, the best year for the division since 1979.

Losh also announced the February introduction of an aerodynamically styled Grand Prix 2+2 with high-performance powertrain and suspension.

Subaru eyes VW plant for U.S. output

By Michelle Krebs
and Francis J. Gawronski
Automotive News Staff

Fuji Heavy Industries, Ltd., the Japanese manufacturer of Subaru cars, may begin building cars in the U.S. in 1989, possibly using Volkswagen's U.S. facilities.

Fuji has talked with VW as well as Nissan Motor Corp., which owns 7 percent of Fuji and produces cars and trucks in Smyrna, Tenn.

Fuji also has made efforts to talk to American Motors, but AMC has shown no interest, a Subaru of America spokesman said.

Talks with VW, Nissan and other makers have focused on cooperatively producing cars in the U.S. or at least using the companies' existing production facilities.

Fuji reportedly is negotiating with VW to use the West German auto maker's paint and assembly lines in Westmoreland, Pa., where VW produces the Golf, according to Nikkan Shimbun, an industrial publication in Tokyo.

Fuji will build its subcompact Leone model in the U.S., according to the publication. The Leone is similar in engine displacement and body to VW's Golf.

Fuji also is said to be looking at building new production lines at the VW plant.

A Subaru of America spokesman said the company, which is the U.S. subsidiary of Fuji, has not been notified that any deal is close to being completed.

A Volkswagen of America spokesman said the company was aware of the reports but knew nothing about such plans.

A second possibility is for Fuji to use automobile parts plants of one of the Big Three auto makers to launch production with initial output of between 30,000 and 40,000 units annually.

A final decision on plans for building cars in the U.S. is expected to come in the first half of this year, the Japanese publica-

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Chief leaving Ford Aerospace unit

By Richard Johnson
Detroit Reporter

The president and chief operating officer of Starnet Corp., a subsidiary of Ford Aerospace and Communications Corp., is "departing" from his post.

Responding to inquiries by Automotive News last week, a Ford Aerospace spokeswoman said Starnet President Dennis R. Ciapura "is departing as president of Starnet" but will have "a continuing relationship with Ford Aerospace."

The spokeswoman would not elaborate on a reason for Ciapura's departure and would not confirm or deny a rumor of some managerial difficulties within the Ford Aerospace subsidiary.

The San Diego-based firm provides long-distance telephone service and data transmissions for businesses.

The controversy erupted last week as Ford officials studied whether to hand over internal Ford Motor Co. and Ford Aerospace audit documents subpenaed last month by the U.S. Government.

However, a Defense Department official said last week that the department is not looking for anything specific.

Meanwhile, unconfirmed reports circulated last week that Ford Aerospace is nearing a major reorganization that could involve a merger of operations with an-

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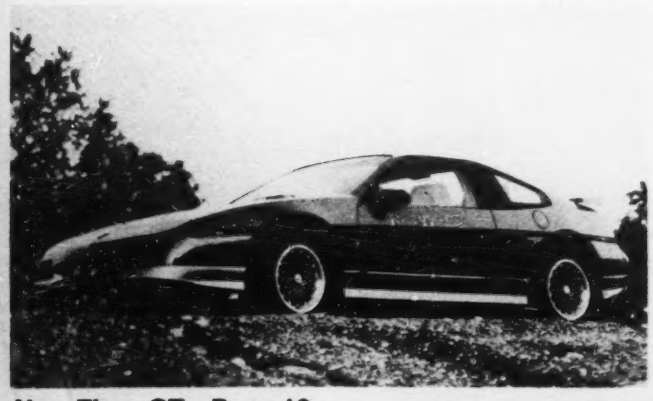
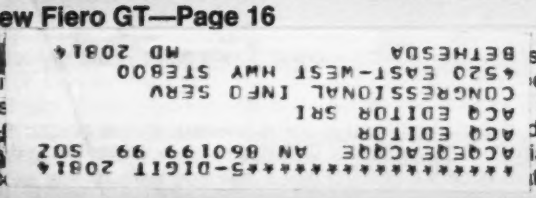


New Fiero GT—Page 16



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Trivia experts: It's quiz time

Do you know the last passenger car to offer solid rubber tires?

Or the Michelin tire man's real name?

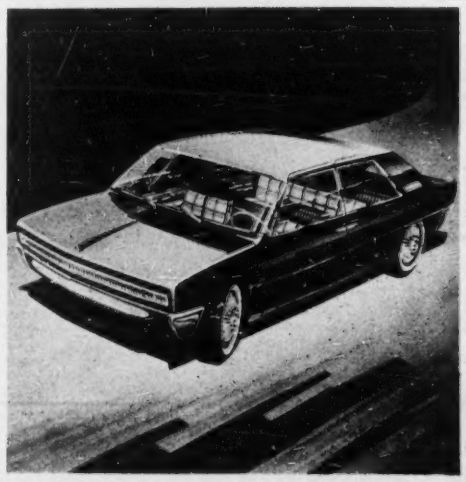
Or the names of the two new models that were introduced in 1931—during the depths of the Great Depression?

Or the reason why the Indianapolis 500 track measures 2½ miles?

Or the name of the first man to drive a mile in one minute?

If so—or even if you're close—you're ready for the Fifth Annual Automotive News Auto Trivia quiz. If you're normal, the test is likely to humble you. And if you're lucky, you could win a great dinner for four.

The quiz starts on Page 32 of today's Automotive News. But first, see if you can recognize the picture at right. If not, you might want to think twice about starting.



B. Brooks Stevens designed the Auto Familia as a "living room on wheels." At what event was it first presented?

Dedeurwaerder adds high Renault post

By Richard Johnson
Detroit Reporter

American Motors President Jose Dedeurwaerder was given an expanded role in Renault's worldwide automotive operations last week, but he will stay on as chief executive officer at AMC.

In a change that had been rumored for months, Dedeurwaerder was handed responsibility for worldwide sales and marketing at Renault as well as all automotive manufacturing operations outside France and Belgium. He was named executive vice president of Renault.

However, Dedeurwaerder, AMC's CEO since September, 1984, will hold his AMC and Renault positions concurrently, splitting time between AMC offices in Southfield, Mich., and an office in Paris.

The AMC board of directors last month elected Dedeurwaerder chairman of the board's executive committee, a key position previously held by former Chairman Paul Tippett. At the same time, Renault executive Pierre Semerena was elected AMC chairman and Joseph Cappy was promoted to chief operating officer.

Jose Dedeurwaerder

The recent changes in AMC's top management reflect a growing role for Cappy in the day-to-day management of the company. An AMC spokesman last week called Cappy's promotion a "prelude" to Dedeurwaerder's new responsibilities.

"This is like the other shoe falling," said the AMC representative, citing the recent AMC realignment.

Cappy's wider responsibility was further evidenced by the recent upgrading of Peter Guptill to vice president—North American sales and marketing, encompassing duties previously held by Cappy. All AMC operations now report to Cappy, while corporate staff reports to both Cappy and Dedeurwaerder.

Dedeurwaerder replaces Jean Phelupt, Renault's sales and marketing director, whose retirement took effect at the end of 1985. Dedeurwaerder's new manufacturing duties were previously held by Philippe Chauvel, who retains responsibility for Renault's manufacturing operations in France and Belgium.

An AMC spokesman last week said Dedeurwaerder will divide his time roughly in half between U.S. and European offices "until he sees how things shake out." Holding jobs on two continents will not be a major disruption, he said, since top AMC executives frequently travel to Europe. He said Dedeurwaerder's new classification at Renault includes his responsibilities here.

Renault has manufacturing operations in 22 countries outside France and Belgium. Besides the U.S. in 1984, Renault assembled about 628,000 vehicles in countries including Spain, Argentina, Yugoslavia, Portugal and Mexico.

"This can do nothing but improve the partnership," said the AMC spokesman. Renault owns 46.1 percent of AMC and has invested $645 million since 1979, including $50 million worth of debentures recently sold by AMC to Renault.

Dedeurwaerder, 53, joined AMC as executive vice president and a member of the board of directors in September, 1981, after 23 years in chiefly manufacturing positions at Renault. He was elected president and chief operating officer in January, 1982, and replaced Tippett as chief executive officer 16 months ago.

2 auto PACs wind up with $2.6 million

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Two Political Action Committees representing automobile dealers raised $2.6 million for 1984 election campaigns. The two PACs—Auto Dealers for Free Trade (ADFT) and NADA's Dealer Election Action Committee (DEAC)—raised $1,182,436 and $1,395,715, respectively, for those campaigns.

ADFT is not officially connected with any group. But the Jamaica (N.Y.) address of its sponsor and treasurer, Frank Glacken, is the same as that of Nemet Motors, which handles Nissan, Volvo, Jaguar and Peugeot. The firm also arranges for American tourists to bring in 10 foreign car lines from overseas.

Nemet Motors is owned by Thomas Nemet, former head of the Washington-based American International Automobile Dealers Assn. and now a member of ADFT's board of directors. That board includes two other imported-car dealers, a Mazda distributor, a publisher and Bob McElwaine, president of AIADA.

DEAC—which is NADA's PAC—is based at the association's headquarters in McLean, Va., and is sponsored by Ed Mullane Jr., a Ford and Nissan dealer from Bergenfield, N.J.

While DEAC spent $1,340,701 for federal candidates in 1984, ADFT spent only $483,850. Glacken said collected money was held back to be used during federal elections in 1986—which is

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60th year—No. 5108

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

Wrangler will be the newest Jeep

Jeep Wrangler aimed at a new generation

By Richard Johnson
Detroit Reporter

American Motors and its Jeep subsidiary last week took the wrappings off an all-new small sport-utility vehicle—dubbed Wrangler—which replaces the venerable CJ that is being phased out of production this month.

Scheduled to debut in May, the Wrangler retains a classic open air CJ design, but was developed from the ground up and shares no components with its predecessor.

The vehicle is geared for a newer generation of sport-utility-vehicle buyers who, according to AMC officials, are less apt to take their vehicles off-road and who demand more in the way of creature comforts.

AMC is touting styling and on-highway ride comfort for the new vehicle, similar to advances made on the Cherokee and Wagoneer compact models two years ago.

AMC President Jose Dedeurwaerder has projected annual sales volume of about 30,000 for the new Jeep, which had previously been designated "YJ" and will retain the YJ name in Canada.

Production is due to begin in March at the Brampton (Ont.) assembly plant. The CJ models are being phased out at the company's Jeep assembly operations in Toledo. AMC has not announced the price of the Wrangler.

At 66 inches, the new vehicle is slightly wider than CJ's 65.3 inches. Overall length is 152 inches, compared with 153.2 for CJ. The wheelbase on both vehicles is 93.4 inches.

The standard Wrangler power plant will be a 2.5-liter, fuel-injected in-line 4-cylinder engine. Jeep's 4.2-liter in-line six will be optional.

A standard half-metal door is new on Wrangler, as is a one-piece rear-tire swing-away tailgate. Interior instrumentation is all-new, with updated gauges.

Three Wrangler models will be offered—two soft top versions and the Laredo hardtop package.

In a recent interview with Automotive News, Dedeurwaerder called the new Jeep an attempt to "reach a broader part of the market."

"The CJ has been a rugged, durable, typically off-road product aimed at one very specific type of

Please turn to Page 45, Col. 2

Ford elects Gilmour to board of directors

DEARBORN.—Allen D. Gilmour has been elected to the board of directors of Ford Motor Co. He also was designated a member of the Office of the Chief Executive, joining Chairman Donald E. Petersen, Vice Chairman William Clay Ford and President Harold Poling.

Allan D. Gilmour

In October, Gilmour was elected executive vice president and chief financial officer of Ford. Before that, he was vice president—external and personnel affairs. He joined Ford in 1960.

Sales decline again; off 15 pct. from '84

By Jenny L. King
Detroit Reporter

Christmastime low-interest-rate loan incentives on a wide range of domestic new cars came too late to have a positive effect on mid-month sales. The Dec. 11-20 period was the eighth consecutive one in which the total was less than that reported a year earlier.

Even so, sales for the 1985 calendar year remained some 200,000 units ahead of 1984 and easily will surpass the 8-million mark in the final reporting period.

But the 7.19-percent lead over 1984 established at the end of September when record sales were the order of the day was whittled down to plus 2.59 percent. The Jan. 1 through Dec. 20 total was 7,972,652 compared with 7,771,433 a year earlier.

Dec. 11-20 sales of 165,132 were down 15.84 percent from 196,209 in 1984 and included substantial declines for the Big Three. General Motors dropped 17.42 percent, to 95,049 from 115,095. Ford Motor Co. reported sales of 37,767 domestic passenger cars, down 20.70 percent from 47,035 a year earlier.

Chrysler Corp. was off 12.45 percent, to 23,216 from 26,516. American Motors' estimated 10-day sales were off 45.31 percent, to 1,750 from 3,200.

There was good news from Volkswagen, which reported a 41.50-percent jump in Golf sales. The Dec. 11-20 figure was 2,015 compared with 1,424 in 1984. Honda's domestic Accord sales were up 19.77 percent, to 3,520 from 2,939, and Nissan Sentra sales reached 1,815 for Dec. 11-20.

In market shares for the period, GM dipped to 57.56 percent from 58.66 percent. Ford was down to 22.87 percent from 23.97 percent. Chrysler moved up to 14.06 percent from 13.51 percent.

Also on the rise were VW, up to 1.22 percent from 0.73 percent; Honda, up to 2.13 percent from 1.50 percent, and newcomer Nissan, to 1.10 percent from no share in 1984. AMC wound up with the smallest piece of the whole, 1.06 percent, down from 1.63 percent.

There were nine selling days in the mid-month period both years. The recent daily-selling rate was a modest 18,348, down 15.84 percent from 21,801 a year earlier and second lowest for the calendar year. The early-August daily average, at 17,692, has that distinction.

The Dec. 11-20 sum topped the Dec. 1-10 period by some 4,000 units. The period record is 256,981, set in 1972.

Taurus, Sable recalled to fix ignition switch

WASHINGTON.—Ford Motor Co. is doing what it hoped it would not have to do: Recall its brand new Taurus/Sable cars.

On the market just one week and launched as Ford's best-built product ever, the aerodynamic Taurus/Sable line will be Ford's mainstay through the end of the decade. It represents a $3 billion investment by the company. The cars were delayed several months by various start-up problems.

According to a Ford spokesman 4,500 of the new cars are being recalled because of a possibly faulty ignition switch that would make it possible to remove the key even if the switch were not in the "lock" position.

The spokesman said that the switches were from an outside supplier and that only 200 of them are believed to be faulty. He said Ford dealers will inspect the cars and replace the faulty switches at no charge.

The recall is not safety-related, but Ford had to notify NHTSA because it involves federal anti-theft regulation. The Ford spokesman said the cars could be started if the faulty switch was not placed in the "lock" position, thereby making the car easier to steal.

Korean tire firms limit U.S. exports

SEOUL, South Korea.—Two South Korean tire manufacturers are expected to maintain their exports to the U.S. in 1986 at about the level of this year's shipments.

According to an official of the Trade and Industry Ministry, Hankook Tire Mfg. Co. and Kumbo Tire Mfg. Co. will ship about 3.8 million radial tires to the U.S. this year, about the same as last year.

It is reported that the two firms will limit exports until the determination of an anti-dumping petition that was filed in the U.S. Korean facturers have limited exports to the U.S. since 1983.

Will house 6 to 8 dealerships

Houston Autopark under way

HOUSTON.—Autopark 6, Houston's first automobile shopping center, is under construction. Six to eight dealerships are planned for the center.

Automobile parks have been highly successful in California but have never been tried in Houston.

When completed, the 38-acre Autopark 6 project will have total value of approximately $21 million.

Ford Motor Co. has purchased a five-acre site at Autopark 6 to be used for a Ford dealership that will be called Champion Ford. The general manager of the dealership will be Tony Gracely, presently manager of Mort Hall Ford.

The new dealership will have a two-story showroom with offices on the first floor and also on the second floor overlooking the showroom.

Another six-acre parcel has been purchased by Sam White, owner of Sam White Oldsmobile and Isuzu Co. and Sam White Datsun. Parcels available for additional dealerships will range in size from two to eight acres.

The developer of the Autopark 6 project is Southwest Autopark, Ltd., a limited partnership consisting of Houston Property Development Co. and J.M. Monk Building Co., Inc.

"Judging by the interest generated already, Houston is ready for this type of auto park," said Charles Kenner, president of Houston Property Development Co.

"Houston, like Los Angeles, is a spread-out city. Putting several auto dealerships in one location provides a great service to the consumer and can save him enormous amounts of time driving from one dealership to another.

"For the dealerships, of course, the advantage is that they feed off each other's traffic," Kenner said.

Jim Monk, president of J.M. Monk Building Co., noted that the concept operates on the same principle as the conventional mall with several major anchor stores.

"The automobile dealerships benefit from being next to each other," he said, "just like Foley's and Sears benefit from being in the same mall. In fact, in California, customers drive to auto parks from substantial distances, just because they know they can save time once they get there and are more likely to find the car they want in one trip."

Kenner said that Southwest Autopark, Ltd., selected a site located in the heart of an area of residential and commercial growth, with only one other automobile dealership situated within seven miles.

"Most other dealerships," said Kenner, "are at least 12 miles away, and this is an exploding residential area, just waiting to be served. Right now, an average of 33,148 cars pass our Autopark 6 site daily. By 1990, the number is projected to increase to 57,600 cars daily."

Southwest Autopark, Ltd., will sell property directly to the automobile manufacturer or to individuals who want to establish a dealership. It will build to suit or will build and lease a facility to a dealership.

"Dealers will also benefit from being able to organize joint promotional and advertising efforts and will be able to share the cost of services, such as courtesy cars or vans to transport customers home or to work," Kenner said.

Dealerships will be located facing each other on either side of a road that will run through the center of the property. Green belts will be planted between dealerships.

Autopark 6 is adjacent to a $500-million, 563-acre community where a $25-million shopping center and residential projects are under construction.

J.M. Monk Building Co. has designed and constructed more than over 80 automobile dealerships in Houston, Dallas, San Antonio, Austin, Santa Fe and other markets.

Thomas, Snyder reelected to top posts at HUF, ASF

WASHINGTON.—L.D. Thomas, president of Amoco Oil Co., and William B. Snyder, chairman of GEICO Corp., have been chosen to continue to lead the Highway Users Federation.

Thomas was reelected to a second term as chairman of the Highway Users Federation, and Snyder accepted his fourth term as chairman of the Automotive Safety Foundation, the federation's educational and research affiliate.

Elected vice chairmen of the HUF were Patrick C. Ross, president, B.F. Goodrich Co., and F. Alan Smith, executive vice president, finance, General Motors. Smith also serves as HUF treasurer. Reelected HUF secretary was G. Mack Dove, president, AAA Cooper Transportation.

Frank L. Nageotte, president of Greyhound Corp., was reelected vice chairman of the Automotive Safety Foundation. Smith and Dove will continue to serve as ASF treasurer and secretary, respectively.

All officers of the federation and the foundation are elected for one-year terms.

Newly elected to one-year terms on the HUF executive committee were: Richard M. Donaldson, vice president, public and government affairs, Standard Oil Co. (Ohio); Charles P. King, senior vice president—sales, Nissan Motor Corp. in U.S.A.; Donn R. Osmon, vice president, marketing and public affairs, 3M Co., and Robert G. Wallace, executive vice president, Phillips Petroleum Co.

The Highway Users Federation is supported by 400 businesses, industries and associations to promote safer, more efficient highway transportation.

The Automotive Safety Foundation, founded in 1936, encourages traffic safety on behalf of private industry and fosters educational and research programs for safe use of roads and streets.

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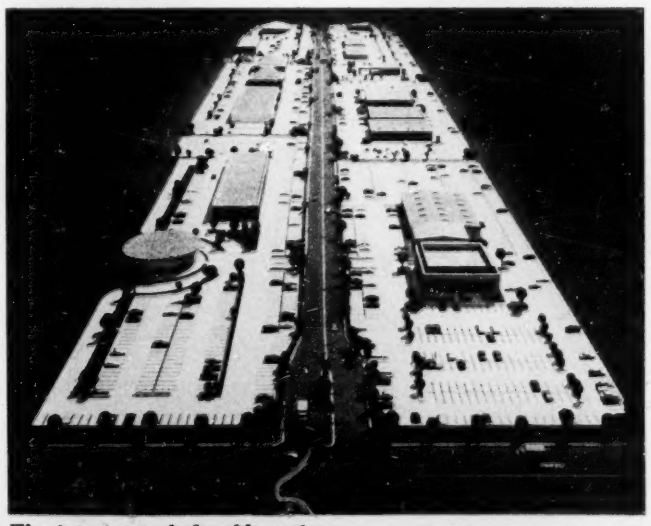

First autopark for Houston

Southwest Autopark, Ltd., is developing Autopark 6, Houston's first automobile shopping center. Two of the six to eight sites have been spoken for—one will be a Ford dealership and the other has been bought by the owner of Oldsmobile, Isuzu and Nissan dealerships. The 38-acre site is adjacent to a 563-acre area that includes residential units and a shopping center.

IMPORT SALES BY MODEL

	Nov., 1985	Nov., 1984	11 Mos., 1985	11 Mos., 1984
ALFA ROMEO	319	312	4,320	3,400
AUDI	6,111	5,432	67,718	65,426
4000	0	326	0	10,430
4000S	1,322	313	16,133	3,725
4000S Quattro	468	169	4,372	3,661
5000S	3,334	3,546	36,346	38,396
5000S turbo gas	505	915	7,088	5,909
5000 CS Quattro turbo	185	2	258	61
Coupe	297	161	3,356	3,244
Tourist	0	0	43	0
BMW	6,380	5,033	80,178	62,761
318/320	1,048	1,166	22,661	26,278
325e	278	1,564	1,605	13,095
524 TD	2,270	0	26,660	0
528/535i	1,239	1,245	15,894	13,528
635CSI	331	195	4,068	2,397
735i	1,214	863	9,290	7,463
CHEVROLET	11,587	1,847	75,437	10,369
Spectrum	5,606	712	49,044	712
Sprint	5,981	1,135	26,393	9,657
CHRYSLER/MITSUBISHI	12,208	9,179	91,787	83,506
Colt	9,166	7,234	66,015	62,927
Conquest	477	452	4,880	6,672
Vista	2,565	1,493	20,892	13,907
FIAT	0	0	0	316
HONDA	37,565	31,985	365,547	347,983
Civic	13,454	10,971	138,290	125,435
Civic CRX	4,885	6,126	47,065	42,765
Accord	13,040	8,813	109,259	117,105
Prelude	6,186	6,075	70,483	62,678
I.A.I.	0	100	0	1,566
ISUZU	1,913	1,404	25,035	16,041
I-Mark	1,172	343	11,516	4,104
Impulse	741	1,061	13,519	11,937
JAGUAR	1,530	1,719	17,414	15,905
XJ6	1,206	1,376	14,254	12,875
XJS	324	343	3,160	3,030
LANCIA	0	0	0	21
MASERATI BITURBO	80	100	1,127	1,933
MAZDA	22,802	12,942	185,625	156,204
323/GLC	8,788	3,492	55,263	41,970
626	9,369	5,309	81,961	65,093
RX-7	4,645	4,141	48,401	49,141
MERCEDES-BENZ	7,311	8,669	76,784	70,136
190D	190	377	2,878	4,834
190E	1,502	2,365	20,448	15,077
190E-16	117	0	446	0
240D	0	1	0	26
300D	169	1,637	13,250	14,772
300E	1,552	0	1,875	0
300CD	56	131	1,519	1,385
300TD	122	231	3,018	2,202
300SD	265	883	6,642	11,988
380SE/420SEL	1,258	934	9,058	6,171
500/560SEL	662	724	7,150	3,922
380/560SL	1,266	1,165	9,165	8,254
500/560SEC	152	221	1,335	1,505
MERCURY MERKUR	815	0	8,086	0
MITSUBISHI	4,018	3,283	46,133	36,152
Starion	232	490	4,439	5,966
Cordia	453	651	7,743	12,579
Tredia	988	850	10,099	12,817
Mirage	1,075	676	12,156	2,568
Galant	1,270	616	11,696	2,222
NISSAN	43,690	38,390	496,102	447,476
Sentra/210	12,804	13,279	169,634	176,075
Pulsar/310	4,425	1,731	46,148	34,340
Stanza	6,021	3,457	59,025	41,022
Maxima	8,818	7,652	90,300	61,910
200SX	4,891	5,472	61,378	58,734
300ZX	5,369	4,855	62,250	68,162
Hawaii	1,362	1,944	7,367	7,233
PEUGEOT	827	1,795	14,666	18,067
PORSCHE	2,542	1,558	22,822	18,542
944	1,677	1,147	15,216	12,153
911	572	289	5,252	4,262
928	293	122	2,354	2,127
RENAULT	486	978	6,810	11,366
18i	125	181	2,299	2,774
Fuego	361	797	4,511	8,592
SAAB	3,426	2,814	35,819	30,634
900	1,124	871	10,342	7,551
900S	1,147	916	10,692	9,044
900Turbo	921	965	13,601	13,194
9000Turbo	196	0	196	0
Tourist	38	62	988	845
SUBARU	15,526	11,740	161,929	144,623
TOYOTA	49,187	47,346	566,302	510,914
Starlet	0	0	0	259
Corolla	12,314	12,675	155,163	145,479
Tercel	5,661	9,062	83,499	94,759
Celica	8,229	5,974	70,360	78,746
Supra	1,083	2,338	22,389	27,362
Camry	11,492	8,819	115,764	85,751
Cressida	3,240	3,656	41,992	30,481
Land Cruiser	731	409	3,970	3,683
Van	1,955	2,632	30,697	30,978
4Runner SR 5	472	894	4,968	5,753
MR2	2,531	0	29,558	0
Hawaii	1,479	887	7,939	7,662
VOLKSWAGEN	10,530	7,804	130,230	94,705
Rabbit Convertible	748	697	11,729	10,934
Jetta	7,439	2,697	76,503	33,145
Vanagon	768	1,211	16,179	16,879
Quantum	973	2,172	13,091	17,406
Scirocco	602	1,027	12,953	16,341
VOLVO	7,800	7,405	99,946	95,347
DL	3,212	2,995	37,306	42,732
GL	755	790	9,232	23,613
GLT Turbo	25	969	2,156	9,461
Diesel	2	891	1,938	5,333
740 Series - Gas	2,521	740	30,773	827
740 Series - Diesel	289	0	4,893	0
760 Series - Gas	823	539	9,773	8,517
760 Series - Diesel	43	349	2,092	3,377
Tourist	130	132	1,783	1,487
YUGO	926	0	2,197	0
IMPORT TOTAL	247,580	201,835	2,582,109	2,243,393

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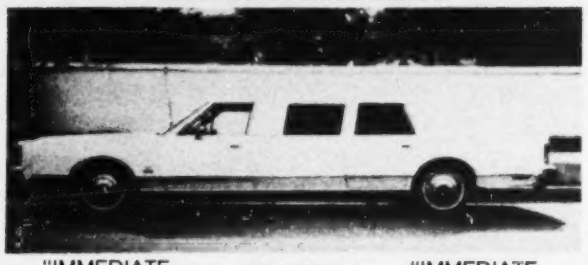

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NEW-CAR MARKET SHARES IN U.S.

	OCTOBER					TEN MONTHS				
	Regis., October, 1985	Percent Share of Market	Regis., October, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 10 Mos., 1985	Percent Share of Market	Regis., 10 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	134,056	13.78	119,904	14.37	−0.59	1,338,395	14.53	1,316,077	15.52	−0.99
Ford	119,039	12.24	114,181	13.69	−1.45	1,182,139	12.83	1,063,987	12.55	+0.29
Oldsmobile	93,396	9.60	71,965	8.63	+0.97	916,481	9.95	889,940	10.49	−0.54
Buick	76,463	7.86	78,428	9.40	−1.54	736,849	8.00	768,966	9.06	−1.06
Pontiac	73,750	7.58	54,896	6.58	+1.00	663,616	7.20	580,017	6.84	+0.36
Mercury	44,850	4.61	46,087	5.52	−0.91	453,671	4.92	434,033	5.12	−0.20
Chrysler	38,904	4.00	30,108	3.61	+0.39	323,138	3.51	266,995	3.15	+0.36
Dodge	36,532	3.75	32,126	3.85	−0.10	375,238	4.07	299,425	3.53	+0.54
Cadillac	28,557	2.93	25,942	3.11	−0.18	254,819	2.77	256,002	3.03	−0.25
Plymouth	26,911	2.77	23,924	2.87	−0.10	285,013	3.09	234,301	2.76	+0.33
Lincoln	14,830	1.52	13,028	1.56	−0.04	136,903	1.49	118,802	1.40	+0.09
AMC	11,080	1.14	15,357	1.84	−0.70	112,251	1.22	161,676	1.91	−0.69
GENERAL MOTORS	406,222	41.75	351,135	42.09	−0.34	3,910,160	42.45	3,810,002	44.93	−2.48
FORD MOTOR CO.	178,719	18.37	173,296	20.77	−2.40	1,772,713	19.24	1,616,822	19.07	+0.17
CHRYSLER CORP.	102,347	10.52	86,158	10.33	+0.19	983,389	10.67	800,721	9.44	+1.23
AMC	11,080	1.14	15,357	1.84	−0.70	112,251	1.22	161,676	1.91	−0.69
IMPORTS	274,547	28.22	208,330	24.97	+3.25	2,433,381	26.42	2,089,640	24.65	+1.77
MISC. DOMESTIC	13	0.00	24	0.00	−0.00	192	0.00	235	0.00	−0.00
TOTAL	972,928		834,300			9,212,086		8,479,096		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

972,928 counted; imports, domestics top 1984

Registrations set October record

By Jenny L. King
Detroit Reporter

Registrations of new domestic and imported cars in October soared to the highest level ever recorded for the month.

October registrations, according to figures compiled by R.L. Polk & Co., numbered 972,928, up 16.62 percent from 834,300 the preceding year. Compared with the any-month record of 1,104,999 set in September, October registrations were off 11.95 percent.

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The month's total included 698,381 domestics and 274,547 imports. Domestics were up 11.57 percent from 625,970 in October, 1984, but were off 15.88 percent from 830,230 in September.

Imports were up 31.78 percent to a record 274,547 from 208,330 a year earlier. Their share of the market was up 3.25 percentage points, to 28.22 percent from 24.97 percent.

Ford Motor Co. suffered the worst setback in terms of market share. Ford gave up 2.40 percentage points in penetration, dropping to 18.37 percent in October from 20.77 percent a year earlier.

General Motors slipped 0.34 percentage points, to 41.75 percent from 42.09 percent. American Motors was off 0.70 percentage points which, although not as much as Ford, was actually far more devastating, since AMC's share dwindled to 1.14 percent from 1.84 percent.

Chrysler Corp. was the only domestic maker to compete favorably with the imports in October. Chrysler's share of the total market was up 0.19 percentage points to 10.52 percent from 10.33 percent. Miscellaneous domestics added only 13 units to the October total and did not account for a significant percent either year.

Viewed without imports, the October market was divided in this fashion: GM had 58.17 percent; Ford, 25.59 percent; Chrysler, 14.65 percent, and AMC, 1.59 percent. A year earlier GM had 56.10 percent; Ford, 27.69 percent; Chrysler, 13.76 percent, and AMC, 2.45 percent of the domestic market.

The imports' 28.22-percent share of the total October market was the largest slice for any single class. Domestic intermediates claimed 26.96 percent; compacts, 15.69 percent; subcompacts, 11.61 percent; luxury models, 9.52 percent, and standards, 8.00 percent.

Omitting imports, the October market included 37.56 percent intermediates, 21.86 percent compacts, 16.17 percent subcompacts, 13.26 percent luxuries and 11.15 percent standard-size domestics.

Year-to-date registrations were up 8.64 percent through the end of October, climbing to 9,212,086 from 8,479,096 in 1984. There was a 25.97-percent difference between 1985 and 1983, when registrations totaled 7,313,078.

Domestic registrations at the end of 10 months totaled 6,778,705, up 6.09 percent from 6,389,456; they were up 28.62 percent from 5,270,204 in 1983.

Imports were up 16.45 percent year to date, to 2,433,381 in 1985 from 2,089,640 in 1984. They increased their market share to 26.42 percent from 24.65 percent the previous year.

Over 10 months' time, GM dropped 2.48 percentage points, to 42.45 percent from 44.93 percent. Ford was up 0.17 percentage points, to 19.24 percent from 19.07 percent. Chrysler, up to 10.67 percent from 9.44 percent, had an extra 1.23 percentage points.

AMC dropped 0.69 percentage points over the year—to 1.22 percent from 1.91 percent—and miscellaneous domestics again failed to muster enough strength to earn even 0.01 percentage point.

Excluding imports, the 10-month market included GM with 57.68 percent; Ford, 26.15 percent; Chrysler, 14.51 percent, and AMC, 1.66 percent. A year earlier GM had 59.63 percent; Ford, 25.31 percent; Chrysler, 12.53 percent, and AMC, 2.53 percent.

Treasury submits plan to end unitary taxation

By Jake Kelderman
Washington Reporter

WASHINGTON.—The Reagan Administration unveiled its long-awaited move to ban the use of unitary taxation by states as Congress moved toward its holiday recess.

Under the unitary tax system, multinational corporations with subsidiaries in various states—like Toyota, Nissan, Honda and other foreign car makers—are taxed not on the revenues of the subsidiaries alone, but on the basis of their worldwide profits.

Seven states currently use the taxation system. They are California, Utah, Alaska, Montana, Idaho, North Dakota and New Hampshire.

The Reagan Administration, as well as the governments of Japan, Great Britain, West Germany, Canada, Belgium, Italy and Switzerland, have objected to the practice on grounds of fairness and equity.

In announcing the Administration's proposal, Treasury Secretary James Baker III said, "The continued imposition of state corporate income tax on a worldwide unitary basis has a serious adverse impact on the conduct of the foreign economic policy of the U.S."

Japan and the other nations had threatened to retaliate against the U.S. if it did not eliminate the unitary tax system.

If enacted by Congress, the Multistate Tax Commission, which represents 30 state governments, believes the plan will result in the loss of up to $1 billion in revenue for 32 states.

In addition to banning the use of the unitary tax system, the Administration bill would also limit a state's ability to tax dividends paid by foreign subsidiaries of American multinational corporations.

In return, multinational corporations would be required to detail their tax liability in each of the states in which they operate and agree to make this domestic disclosure "spreadsheet" available to all state taxing authorities, the Treasury Department said.

Hino reported looking to Taiwan for truck parts

TOKYO.—Hino Motors, Ltd., a truck-producing affiliate of Toyota Motor Corp., reportedly will import components from companies of Kuozui Motors Group of Taiwan to help promote that country's parts industry.

According to the publication Nihon Keizai, Hino will become the first Japanese vehicle manufacturer to import parts made in Taiwan.

Hino owns 45 percent of Kuozui Motors, which is said to be planning to build Toyota trucks in Taiwan.

Hino will launch its parts purchasing program early this year by acquiring $499,000 worth of leaf springs for use in repairs.

The move was made possible by a program introduced by the Taiwanese Government to promote the country's auto industry with the possibility of opening up the Taiwanese market in the future.

Cars up 18 pct.; trucks, 28 pct. in November

Sales climb again in Canada

By Jenny L. King
Detroit Reporter

November sales of new North American-built cars and domestic-plus-captive trucks in Canada were up substantially over the year-earlier total.

Cars rose 18.18 percent, and trucks advanced 28.53 percent.

Car sales recorded their fourth consecutive monthly gain and truck sales have been up every month of 1985.

Unlike the U.S. experience, Canadian sales of North American-built passenger cars moved ahead in November, up 18.18 percent to 60,748 from 51,404. Four of the five major makers were included in the upswing; only American Motors fell from its year-ago stance.

Ford made the greatest progress, reporting a 29.15-percent sales advance. Ford dealers delivered 15,791 units in November, 1985, compared with 12,227 a year earlier. General Motors reported sales of 31,675 cars, an increase of some 5,000 cars and up 17.87 percent from 26,873.

Chrysler sales of 11,595 were up 16.73 percent from 9,933. American Motors reported a 39.02-percent decrease, with sales dropping to 1,100 from 1,804 (including 202 imported Renaults this year and 436 last year). Volvo sales numbered 587, up 3.53 percent from 567.

GM sales earned 52.14 percent of the domestic new-car market, down only slightly from 52.28 percent in November a year earlier. Ford was up to 25.99 percent from 23.79 percent. Chrysler dipped to 19.09 percent from 19.32 percent, while AMC's share dwindled to 1.81 percent from 3.51 percent and Volvo withdrew to 0.97 percent from 1.10 percent.

Truck sales of 27,595 in November were up 28.53 percent from 21,469 a year earlier. There were increases for all four major domestic truck builders, with AMC's 89.38-percent gain the largest. Jeep sales nearly doubled year to year, to 1,409 from 744.

GM truck sales were up 35.64 percent, to 12,362 from 9,114. Ford reported sales of 9,604 new trucks, up 24.45 percent from 7,717. Chrysler said its November truck sales of 4,220 set a record for the month. They were up 8.37 percent from 3,894 a year ago and represented the 30th consecutive monthly increase for Chrysler Canada.

The truck market in November was divided in this manner: GM had 44.80 percent, up from 42.45 percent; Ford had 34.80 percent, down from 35.94 percent; Chrysler had 15.29 percent, down from 18.14 percent, and AMC had 5.11 percent, up from 3.47 percent.

Year-to-date truck sales added to 303,772, up 25.45 percent from 242,148 in 1984. Car sales at the end of 11 months stood at 742,814, up 8.76 percent from 682,982.

Golden Olds dealer

E.K. Roggenkamp Sr., right, E.K. Roggenkamp Co., Inc., Milltown, Ind., receives a 50-year-dealer award from John Hamill, Oldsmobile Cincinnati zone manager.

Reward program against auto theft rolling in Michigan

DETROIT.—Good results are already being achieved by a reward program set up in Michigan by law-enforcement agencies, prosecutors and the insurance industry to link citizens with police in the fight against auto theft.

The program is called HEAT, which stands for Help Eliminate Auto Thefts. It was established last fall, and it has already led to two arrests of suspected car thieves, with $1,000 awarded to each citizen providing information.

HEAT is a tip-reward program that pays citizens for information that leads to the arrest and prosecution of suspected car thieves. Through a statewide toll-free tip line, persons can report stolen cars, suspected thieves and chop-shop operations, with guaranteed anonymity.

In its first eight weeks of operation, 163 calls were received through the tip line, 113 of which were actual tips; several investigations are underway as a result.

The HEAT number is monitored by the Michigan State Police Criminal Investigation Section in Livonia, which directs the tips to the appropriate police agencies for action.

Rewards under the HEAT program are: Up to $1,000 for the arrest and prosecution of suspected individual car thieves; up to $1,000 for the issuance of a warrant for suspected theft-ring members and/or chop-shop operators, and/or up to $10,000 for the arrest and binding over for trial of suspected theft-ring members and/or chop-shop operators.

Unlike other crime tip-reward programs, HEAT will offer payment on the basis of prosecution—not necessarily conviction—of car thieves.

Brown succeeds Kubly as head of Art Center

PASADENA.—David R. Brown has been appointed president of Art Center College of Design.

He succeeds Don Kubly, who retired in December after 22 years as head of the college. Brown is the third president in Art Center's 55-year history.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
OCTOBER, 1985 VERSUS OCTOBER, 1984

	1985 Month	1985 Year	1984 Month	1984 Year
AMC Alliance FWD	6,672	63,339	8,407	85,771
Encore FWD	3,073	38,277	5,137	59,325
Eagle 4WD	200	2,148	330	3,240
Eagle 4WD SW	1,135	8,487	1,483	13,340
TOTAL AMC	11,080	112,251	15,357	161,676
Chrysler Laser FWD	4,082	46,102	4,183	44,276
LeBaron GTS FWD	6,223	55,891	26	28
LeBaron FWD	6,724	68,954	7,156	73,290
LeBaron SW FWD	763	6,252	982	8,563
E Class-NY FWD	5,512	48,215	6,728	67,353
NY Fifth Ave-Newpt	15,600	97,724	11,033	73,485
Total	38,904	323,138	30,108	266,995
Plymouth Horizon FWD	6,637	74,720	6,635	64,125
Turismo FWD	3,647	47,157	3,737	39,520
Reliant FWD	9,958	90,847	8,243	83,724
Reliant SW FWD	2,260	27,477	2,485	31,567
Caravelle FWD	3,438	30,006	1,663	2,300
Gran Fury	971	14,806	1,151	13,065
Total	26,911	285,013	23,924	234,301
Dodge Omni FWD	5,395	63,268	6,065	55,731
Charger FWD	3,996	50,924	4,447	43,626
Daytona FWD	3,677	43,502	3,512	36,549
Aries FWD	8,789	76,358	7,457	65,423
Aries SW FWD	2,296	23,598	2,554	26,199
Lancer FWD	4,751	39,974	17	19
600'84/400'83 FWD	5,126	47,537	5,652	50,445
Diplomat	2,502	30,077	2,422	21,433
Mirada	0	0	0	0
Total	36,532	375,238	32,126	299,425
TOTAL CHRYSLER CORP.	102,347	983,389	86,158	800,721
Ford Escort FWD	31,475	272,199	24,645	219,813
Escort SW FWD	6,798	67,530	6,637	68,121
EXP FWD	449	18,177	2,986	23,886
Mustang	13,099	133,340	11,552	110,348
Tempo FWD	23,234	244,814	21,178	209,543
Taurus FWD	1	1	0	0
Taurus SW FWD	0	0	0	0
LTD	13,447	133,990	15,677	120,821
LTD SW	2,854	33,777	3,348	43,152
LTD Crn. Victoria	12,399	119,711	12,196	116,821
LTD Crn. Victoria SW	2,288	21,961	2,418	24,648
Thunderbird	12,995	136,639	13,544	126,834
Total	119,039	1,182,139	114,181	1,063,987
Lincoln Town Car	10,751	95,761	8,993	68,385
Mark VII	1,852	17,352	1,689	25,145
Continental	2,227	23,790	2,346	25,272
Total	14,830	136,903	13,028	118,802
Mercury Lynx FWD	6,970	58,775	5,009	43,209
Lynx SW FWD	1,372	12,223	1,170	11,571
LN7 FWD	0	0	0	0
Capri	1,376	13,604	1,147	14,681
Zephyr	0	0	0	0
Topaz FWD	6,418	65,276	6,313	61,165
Sable FWD	0	0	0	0
Sable SW FWD	0	0	0	0
Marquis	5,899	72,531	6,863	73,938
Marquis SW	1,758	9,316	1,504	11,474
Grand Marquis	11,394	107,585	11,254	106,564
Grand Marquis SW	996	10,274	1,283	13,117
Cougar	8,667	104,087	11,544	98,314
Total	44,850	53,671	46,087	434,033
Lincoln-Mercury Division Total	59,680	590,574	59,115	552,835
TOTAL FORD MOTOR CO.	178,719	1,772,713	173,296	1,616,822
Buick Skylark FWD	1,069	57,486	9,866	85,986
Skyhawk FWD	6,156	67,554	8,241	95,028
Skyhawk SW FWD	411	5,012	785	9,216
Somerset Regal FWD	7,662	78,320	1,845	1,952
Century FWD	22,635	176,298	17,129	148,963
Century SW FWD	1,606	20,841	1,894	23,483
Regal	12,645	99,807	13,503	160,725
LeSabre	5,260	97,293	13,292	120,847
LeSabre FWD	5	24	0	0
Electra	0	0	387	34,272
Electra FWD	13,384	80,608	5,332	34,025
Buick SW	1,158	10,648	1,386	12,227
Riviera FWD	4,472	42,958	4,768	42,242
Total	76,463	736,849	78,428	768,966
Cadillac DeVille	43	1,760	2,631	79,574
DeVille FWD	13,102	88,690	6,858	31,621
Cimarron	2,410	19,306	1,675	15,370
Fleetwood & Chassis	2,112	36,105	2,938	31,718
Fleetwood FWD	3,669	30,209	2,687	12,984
Eldorado FWD	4,863	53,022	6,130	56,102
Seville FWD	2,358	25,727	3,023	28,633
Total	28,557	254,819	25,942	256,002
Chevrolet Nova	5,430	18,259	0	0
Chevette	13,502	111,803	11,014	144,526
Camaro	16,294	175,076	14,523	169,116
Cavalier FWD	25,785	293,318	24,778	240,668
Cavalier SW FWD	5,577	65,258	6,681	73,799
Citation FWD	2,171	44,448	6,333	78,759
Celebrity FWD	24,094	228,907	17,763	188,559
Celebrity SW FWD	6,584	72,216	6,537	77,132
Monte Carlo	10,285	92,911	7,085	102,275
Impala	2,012	39,044	3,123	43,575
Caprice	15,656	121,268	14,147	123,927
Chevrolet SW	3,362	44,275	4,994	49,992
Corvette	3,304	31,612	2,926	23,749
Total	134,056	1,338,395	119,904	1,316,077
Oldsmobile Omega FWD	0	0	1,085	33,456
Firenza FWD	2,809	34,922	3,922	39,965
Firenza SW FWD	623	7,924	984	11,635
Calais FWD	11,288	104,114	1,693	1,933
Cutlass Ciera FWD	25,748	244,698	11,858	169,154
Cutlass Ciera SW FWD	3,924	35,831	2,419	35,182
Cutlass Supreme-Calais	21,002	189,640	19,055	264,033
Delta 88	11,068	150,942	16,863	194,920
Delta 88 FWD	14	21	0	0
98	0	0	181	36,744
98 FWD	11,867	101,029	8,776	43,727
Oldsmobile SW	2,006	19,035	1,273	24,080
Toronado FWD	3,047	28,895	3,856	34,111
Total	93,396	916,481	71,965	888,940
Pontiac 1000	2,273	19,273	2,070	22,950
Firebird	7,322	86,730	6,580	84,944
Sunbird FWD	8,204	91,861	8,814	96,618
Sunbird SW FWD	815	7,291	752	10,082
Grand Am FWD	12,985	88,441	2,533	2,647
Phoenix FWD	0	0	924	12,021
Bonneville	5,215	45,964	4,678	56,646
6000 FWD	15,010	121,374	8,660	85,966
6000 SW FWD	1,771	14,884	1,154	15,966
Grand Prix	5,952	50,512	5,414	62,252
Parisienne	5,532	44,561	5,066	34,959
Pontiac SW	1,214	12,731	1,475	13,378
Fiero	7,457	79,994	6,776	81,588
Total	73,750	663,616	54,896	580,017
TOTAL GM CORP.	406,222	3,910,160	351,135	3,810,002
Miscellaneous Domestic	13	192	24	235
Domestic Station Wagon Total	51,571	536,841	54,198	607,924
Domestic Grand Total	698,381	6,778,705	625,970	6,389,456
Import Total	274,547	2,433,381	208,330	2,089,640
Grand Total All Registrations	972,928	9,212,086	834,300	8,479,096

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

auction directory

THE FLORIDA AUTO AUCTION OF ORLANDO INVITES YOU TO BE OUR GUEST

TUESDAY, JANUARY 14th, 10:00 A.M.

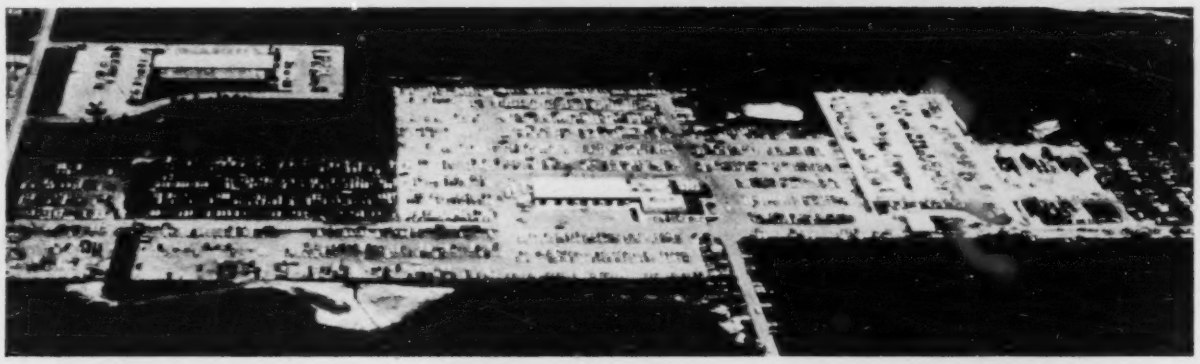
CHRYSLER FACTORY SALE

250 UNITS

"TRANSPORTATION ASSISTANCE" ON EVERY PURCHASE
($50.00 to $250.00 each) PAID BY CHRYSLER ON SALE DAY

GENERAL MOTORS FACTORY OFFICIAL BRASS HAT AUCTION SALE

300 UNITS



For additional information: Hotel accommodations at Auction Reduced Rates, and/or Free Airport Limo Service, Call: ORLANDO

(305) 656-6200

factories list auction dates

American Motors

Jan. 7—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Jan. 8—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid States Auto Auction, South Bend.

Jan. 9—Todd Auto Auction, Telford, Penn.; Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Jan. 10—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Jan. 14—D-A Auto Auction, New Stanton, Pa.; American Auto Auction, Walpole, Mass., and Arena Auto Auction, Chicago.

Jan. 15—Columbus Fair Auto Auction, Obetz, O., and Kansas City Auto Auction, Kansas City.

Jan. 16—Fredricksburg Auto Auction, Fredricksburg, Va.; Bel Air Auto Auction, Bel Air, Md.; Evansville Auto Auction, Evansville, Ind., and Northway Exchange, Clifton Park, N.Y.

Jan. 21—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Jan. 22—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid States Auto Auction, South Bend.

Jan. 23—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Jan. 24—St. Louis Auto Auction, Bridgeton, Mo.

Jan. 28—D-A Auto Auction, New Stanton, Pa.; American Auto Auction, Walpole, Mass., and Arena Auto Auction, Chicago.

Jan. 29—Columbus Fair Auto Auction, Obetz, O., and Kansas City Auto Auction, Kansas City.

Chrysler Corp.

Jan. 7—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

Jan. 8—Butler Auto Auction, Gibsonia, Penn.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Southwest Auto Auction, Phoenix.

Jan. 9—Albany Auto Auction, Albany, N.Y.; Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

Jan. 10—Concord Auto Auction, Acton, Mass., and St. Louis Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Jan. 7—Harrisonburg Auto Auction, Harrisonburg, Va.

Jan. 8—Lakeland Auto Auction, Lakeland, Fla.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Golden Gate Auto Auction, Fremont, Calif., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Jan. 9—Nashville Auto Auction, Nashville, and Skyline Auto Exchange, Fairfield, N.J.

Jan. 15—Concord Auto Auction, Acton, Mass.

Jan. 16—Arena Auto Auction, Chicago; Dallas Auto Auction, Grand Prairie, Tex., and Southwest Auto Auction, Phoenix.

Jan. 22—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

Jan. 23—Skyline Auto Exchange, Fairfield, N.J.

Jan. 28—South Seattle Auto Auction, Kent, Wash.

Jan. 29—Columbus Fair Auto Auction, Obetz, O., and Clanton's Auto Auction, Darlington, S.C.

Used Car Sales
Auction Averages

Jan. 1986 to date	$3,701
Month ago	$4,568
Year ago	$4,863

Model Breakdown
Auction Averages

	JAN., 1986	DEC., 1985	NOV., 1985
1985	$7,063	$9,839	$9,989
1984	$4,654	$6,514	$6,690
1983	$4,187	$5,594	$5,820
1982	$3,730	$4,507	$4,752
1981	$2,393	$3,474	$3,543
1980	$1,770	$2,694	$2,738
1979	$1,492	$2,207	$2,254
1978	$1,259	$1,646	$1,696
Overall Average	$3,701	$4,559	$4,714

Award for Miller

Vince Miller, right, owner of Don-A-Vee Motors, Bellflower, Calif., is congratulated by Steve Center, American Motors Western regional manager. Miller was named to AMC's Hall of Fame for his commitment to community affairs and his "outstanding contributions" to AMC since 1961.

Hearings slated for 3 states on enforcing '55'

WASHINGTON.—Maryland, Arizona and Vermont have one last chance to prove they are in compliance with the national 55-MPH speed-limit law, the Department of Transportation has announced.

The agency said three of its administrative law judges will hold formal hearings in Washington on state compliance with the speed-limit law. Dates and times for the hearings have not been set.

The judges must issue a finding before the end of February on whether the states are in compliance.

In February, 1985, DOT notified the three states that based on state-submitted data, they did not appear to be in compliance for the period Oct. 1, 1983, to Sept. 30, 1984. After an informal hearing, the administrators of NHTSA and FHWA notified the states that they were not in compliance with the law. All three states then requested a formal hearing.

FHWA has told the states that until the results of their formal hearings are known, they may not obligate 10 percent of their non-interstate federal highway funds, which were distributed Oct. 1, 1985.

After the formal hearings, the department will make a final compliance decision, the agency said.

Kruse auction in Scottsdale lists 500 cars

SCOTTSDALE, Ariz.—Authentic vintage, collector and celebrity cars will be featured here at the 15th annual ITT Kruse Southwestern U.S. International Collector Car Auction and Show Jan. 17-19.

More than 500 classic and collector cars are expected for the three-day "Scottsdale '86" event, which is sponsored by ITT Kruse International. Dean Kruse will conduct the auction.

An Imperial Palace Collection car, a 1934 Duesenberg J343 Willoughby-bodied berline, never before offered at pubic auction, highlights the offerings. Also represented will be such makes as Mercedes-Benz, V-16 Cadillac, Packard, Buick, Rolls-Royce, Auburn, Jaguar and Mustang.

A 1939 Mercedes-Benz 770, claimed to be Hitler's parade car, will be on display; it will not be for sale.

Mercedes to back Boston Marathon

MONTVALE, N.J.—Mercedes-Benz of North America has become the automotive sponsor of the Boston Marathon.

The sponsorship agreement with the Boston Athletic Assn., which begins in 1986, includes the awarding of 190-E 2.3 sedans to both the male and female winners.

The agreement follows MBNA's second year as the automotive sponsor of the New York City Marathon, staged in October. The 90th Boston Marathon will be run April 21, 1986.

Anglo American acquisition

BLOOMFIELD HILLS, Mich.—Anglo American Auto Auctions, Inc., has acquired Capital Auto Auction, Inc., Columbia, S.C. This brings to 12 the number of auto auctions in the Anglo American group.

December and fourth quarter top '84

Last-half auto output best since '78

By Kathy Boyer
Detroit Reporter

Second-half domestic auto production for 1985 of 3,806,603 cars —up 6.97 percent from the 3,558,496 built during the same period a year earlier—was the best output for that period since 1978, when 4,194,048 cars were produced.

Fourth-quarter production of 1,995,872 cars was up 3.16 percent from the 1,934,772 built in the fourth quarter of 1984.

December's auto build of 561,439 units was down 16.29 percent from November's 670,693 but was 1.31 percent more than the year-ago month's 554,159.

Scheduled output of 65,025 cars for the post-holiday week ended Jan. 4 (a two-day week) was down 60.59 percent from the 165,014 cars built during the last full work week of 1985 (ended Dec. 21).

The estimated output last week also fell 41.64 percent from the year-ago week's 111,426, when the makers worked three days.

Companies shared last week's estimated production as follows: General Motors, 60.75 percent; Chrysler Corp., 16.61 percent; Ford Motor Co., 16.39 percent; Honda of America Mfg. Co., 2.54 percent; Volkswagen of America, 1.45 percent; New United Motor Mfg. Co., 1.17 percent, and Nissan Motor Mfg. Co., U.S.A., 1.09 percent.

American Motors' Kenosha plant was closed last week for inventory adjustment. Production is expected to resume today (Jan. 6).

Saturday (Jan. 4) overtime was slated for the following GM plants: Doraville, Ga.; Framingham, Mass.; Tarrytown, N.Y., and Detroit.

Daily overtime is scheduled this week at these Chrysler plants: Belvidere, Ill.; Newark, Del., and St. Louis No. 2.

Canadians hit year-end highs for auto, truck production

Vehicle makers in Canada set records in the final periods of last year.

The truck manufacturers reported their best second half ever: 383,679 trucks assembled. Output for the period was 1.90 percent more than the 376,516 completed during the second half of 1984.

Fourth-quarter production of 203,022 trucks, also an all-time high, was 1.98 percent more than the 199,074 assembled in the year-ago period.

December output of 55,789 trucks was also the best December production ever, but only slightly (0.34 percent) above the year-ago month's 55,600.

Last week, during a two-day work week after the holidays, truck makers scheduled production of 7,844 trucks, 54.93 percent below the 17,405 completed during the full work week ended Dec. 21.

Last week's scheduled build was also down 33.53 percent from the year-ago week's 11,801 (a three-day week).

Canadian auto makers also closed the year with their best second half ever.

Second-half output for 1985 of 532,946 cars was 14.74 percent more than the 464,475 units completed in the year-ago period.

The makers reported fourth-quarter output of 286,186 cars, the best build since 1978 when 292,183 units were assembled. Production for the fourth quarter was 11.64 percent above the 256,357 completed in the year-ago period.

December production of 74,402 cars also marked the best output for that month since 1978, when 85,377 units were assembled.

December's build was 38.39 percent below November's 103,893 but was 23.30 percent more than the 60,344 completed in December, 1984.

Last week's estimated production of 6,148 cars (which reflected the holiday week) was 71.81 percent below the 21,808 assembled the week ended Dec. 21.

Last week's targeted output was also 46.26 percent lower than the year-ago week's 11,441—a three-day week.

CANADIAN CAR PRODUCTION

	Week Ended Jan. 4, 1986	Week Ended Jan. 5, 1985	Week Ended Dec. 21, 1985	Dec. Total	Jan. 1, to Jan. 5, 1985	Jan. 1, to Jan. 4, 1986
AMERICAN MOTORS	0	366	409	818	366	0
FORD MOTOR	3,882	6,045	11,417	34,093	6,045	3,882
GENERAL MOTORS	2,200	4,895	9,757	38,816	4,895	2,200
VOLVO	66	135	225	675	135	66
Total Cars, Canada	6,148	11,441	21,808	74,402	11,441	6,148

U.S. TRUCK PRODUCTION☆

	Week Ended Jan. 4, 1986	Week Ended Jan. 5, 1985	Week Ended Dec. 21, 1985	Dec. Total	Jan. 1, to Jan. 5, 1985	Jan. 1, to Jan. 4, 1986
CHEVROLET	13,368	13,863	23,469	78,359	13,863	13,368
DODGE	0	2,173	4,107	15,285	2,173	0
FORD	9,627	12,715	28,900	89,541	12,715	9,627
GMC	3,112	3,331	8,124	23,502	3,331	3,112
INTERNATIONAL	660	932	1,652	4,470	932	660
JEEP	2,300	1,676	5,812	18,600	1,676	2,300
NISSAN	0	1,109	48	5,415	1,109	0
AM GENERAL	20	30	50	150	30	20
MISCELLANEOUS	900	1,260	2,000	6,000	1,260	900
Total Trucks, U.S.	29,987	37,089	74,162	241,322	37,089	29,987

CANADIAN TRUCK PRODUCTION

	Week Ended Jan. 4, 1986	Week Ended Jan. 5, 1985	Week Ended Dec. 21, 1985	Dec. Total	Jan. 1, to Jan. 5, 1985	Jan. 1, to Jan. 4, 1986
CHRYSLER	4,064	5,818	7,793	26,445	5,818	4,064
FORD	1,194	2,012	3,662	10,843	2,012	1,194
GENERAL MOTORS	2,520	3,844	5,781	17,919	3,844	2,520
INTERNATIONAL	66	127	169	582	127	66
Total Trucks, Canada	7,844	11,801	17,405	55,789	11,801	7,844
N. American Trucks	37,831	48,890	91,567	297,111	48,890	37,831

*—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

Truck makers notch three gains at close of 1985

Domestic truck builders completed 1,700,600 units in the second half of 1985, making it the best second half since 1978 when 1,836,955 trucks were assembled.

The second-half output was 13.31 percent more than the 1,500,901 for the year-ago period.

Fourth-quarter output of 874,017 trucks—12.05 percent more than the year-ago period's 780,055 —was the best fourth-quarter production since 1978, when 980,442 units were assembled.

December's build of 241,322 trucks, down 17.20 percent from November's 291,446, was 14.25 percent more than the year-ago month's 211,229 and the best output for that month since 1978, when 276,248 units were completed.

Estimated production of 29,987 trucks last week, a two-day work week after the holidays, was 59.57 percent below the 74,162 completed during the full work week ended Dec. 21.

Last week's scheduled output was down 19.15 percent from the year-ago week's 37,089, a three-day week.

Overtime was scheduled for Saturday (Jan. 4) at General Motors plants in: Lordstown, O.; St. Louis, and Moraine, O.

Dealer Sansone to serve term for tax evasion

MIDDLETOWN TOWNSHIP, N.J.—Although faced with the strong possibility that he will lose some of his new-car dealerships, Paul J. Sansone, 49, who owns nine new-car outlets in Central New Jersey, will have to serve six months in jail for tax evasion.

In addition to the jail term, Sansone will serve 10 years' probation and was fined $10,000.

District Judge Clarkson S. Fischer turned down a request to suspend the jail sentence and instead require long community service. The U.S. Attorney's Office had opposed any change of the jail term and called this one of the largest cases of tax evasion ever in New Jersey.

Sansone was charged with failing to report $1,261,232 in personal and corporate income from 1979 to 1982, when he should have paid $658,309 in taxes.

According to Sansone's attorneys, Toyota said it will suspend his franchise to operate Lakewood Toyota in Lakewood and General Toyota in Woodbridge, apparently because he is going to a jail. Had he been put on probation, even for a long period, he might have been able to keep his dealerships, Sansone's attorney said.

Sansone also owns Plaza Nissan Datsun and Plaza Ford in Neptune, N.J., in addition to interests in five other new-car dealerships in this region.

U.S. CAR PRODUCTION

	Week Ended Jan. 4, 1986	Week Ended Jan. 5, 1985	Week Ended Dec. 21, 1985	Dec. Total	Jan. 1, to Jan. 5, 1985	Jan. 1, to Jan. 4, 1986
AMERICAN MOTORS	0	0	2,631	5,513	0	0
Renault Total	0	0	2,631	5,513	0	0
Alliance	0	0	2,232	4,568	0	0
Encore	0	0	399	945	0	0
CHRYSLER CORP.	10,800	16,689	25,031	87,171	16,689	10,800
Plymouth Total	2,900	4,585	8,411	27,144	4,585	2,900
Horizon	1,100	1,624	3,247	10,873	1,624	1,100
Reliant	1,300	1,933	3,579	11,453	1,933	1,300
Caravelle	400	743	1,245	3,851	743	400
Gran Fury	100	285	340	967	285	100
Chrysler Total	4,100	6,172	7,965	29,017	6,172	4,100
LeBaron	1,000	1,480	2,610	8,725	1,480	1,000
LeBaron GTS	1,000	1,015	0	2,615	1,015	1,000
Laser	400	731	1,039	3,290	731	400
New Yorker/E-Class	500	842	1,251	4,228	842	500
Fifth Avenue	1,200	2,104	3,065	10,159	2,104	1,200
Dodge Total	3,800	5,932	8,655	31,010	5,932	3,800
Omni	1,000	1,726	2,949	9,835	1,726	1,000
Aries	1,000	1,471	2,606	9,223	1,471	1,000
Daytona	400	567	1,084	3,464	567	400
Dodge 600	600	863	1,698	5,048	863	600
Lancer	600	855	0	1,866	855	600
Diplomat	200	450	318	1,574	450	200
FORD MOTOR	10,660	24,536	32,532	100,744	24,536	10,660
Ford Division	7,148	16,020	22,142	67,212	16,020	7,148
Escort	2,550	4,117	7,542	23,995	4,117	2,550
Mustang	1,228	2,162	4,115	12,447	2,162	1,228
LTD	0	3,380	0	0	3,380	0
Taurus	854	0	2,293	6,417	0	854
Thunderbird	1,216	2,430	3,895	10,840	2,430	1,216
Crown Victoria	0	1,152	0	0	1,152	0
EXP	0	327	0	0	327	0
Tempo	1,300	2,452	4,297	13,513	2,452	1,300
L-M Division	3,512	8,516	10,390	33,532	8,516	3,512
Mercury Total	2,332	6,399	6,700	22,502	6,399	2,332
Lynx	506	1,102	1,745	5,524	1,102	506
Capri	240	315	475	2,060	315	240
Marquis	0	1,533	0	0	1,533	0
Sable	446	0	1,404	3,145	0	446
Cougar	704	2,031	1,975	8,221	2,031	704
Grand Marquis	0	782	0	0	782	0
Topaz	436	636	1,101	3,552	636	436
Lincoln Total	1,180	2,117	3,690	11,030	2,117	1,180
Continental	162	387	510	1,529	387	162
Lincoln	886	1,499	2,768	8,273	1,499	886
Mark VI/VII	132	231	412	1,228	231	132
GENERAL MOTORS	39,503	67,077	95,671	334,659	67,077	39,503
Buick Total	7,804	13,947	15,876	58,890	13,947	7,804
Skylark	0	1,873	0	0	1,873	0
Skyhawk	746	1,414	2,199	7,345	1,414	746
Somerset	856	1,334	2,727	8,394	1,334	856
Century	2,836	2,952	6,298	21,105	2,952	2,836
Regal	230	1,680	2,863	8,557	1,680	230
LeSabre/Electra (rwd)	108	2,836	247	718	2,836	108
LeSabre (fwd)	750	0	1,257	3,759	0	750
Riviera	206	710	283	1,001	710	206
Electra (fwd)	2,072	1,148	2	8,011	1,148	2,072
Cadillac Total	1,851	4,837	4,912	18,958	4,837	1,851
Cimarron	172	267	467	1,721	267	172
Seville	156	481	238	801	481	156
Eldorado	222	891	341	1,101	891	222
Cadillac (rwd)	24	1,051	126	2,904	1,051	24
DeVille (fwd)	1,277	2,147	3,740	12,431	2,147	1,277
Chevrolet Total	13,436	25,223	34,145	107,918	25,223	13,436
Chevette	1,088	2,456	2,692	9,726	2,456	1,088
Cavalier	3,706	7,349	9,358	31,929	7,349	3,706
Celebrity	2,092	3,558	5,015	16,739	3,558	2,092
Camaro	1,986	3,166	4,904	14,525	3,166	1,986
Citation	0	1,354	0	0	1,354	0
Malibu/El Camino	0	0	0	0	0	0
Monte Carlo	1,078	1,388	2,870	8,569	1,388	1,078
Chevrolet	3,486	5,348	8,327	23,461	5,348	3,486
Corvette	0	604	979	2,969	604	0
Oldsmobile Total	10,069	16,311	23,318	95,832	16,311	10,069
Omega	0	0	0	0	0	0
Firenza	396	1,177	1,302	4,102	1,177	396
Cutlass Supreme	1,432	2,374	4,711	13,851	2,374	1,432
Cutlass Ciera	4,282	5,198	7,295	25,053	5,198	4,282
88/98 (rwd)	240	3,500	1,034	9,323	3,500	240
88 (fwd)	1,408	0	3,508	23,509	0	1,408
Olds 98	919	1,792	1,813	8,868	1,792	919
Calais	1,244	1,740	3,420	10,384	1,740	1,244
Toronado	148	530	235	742	530	148
Pontiac Total	6,343	6,759	17,420	53,061	6,759	6,343
Acadian**	0	80	296	650	80	0
2000 Sunbird	1,060	2,192	2,234	8,206	2,192	1,060
1000	240	427	913	1,838	427	240
Firebird	1,062	1,546	2,531	7,666	1,546	1,062
Phoenix	0	0	0	0	0	0
6000	1,173	126	2,207	6,543	126	1,173
Grand Prix/Bonneville	0	0	0	0	0	0
Parisienne	1,068	1,065	2,670	7,971	1,065	1,068
Fiero	0	0	2,408	7,232	0	0
Grand Am	1,740	1,323	4,161	12,955	1,323	1,740
HONDA	1,650	1,846	3,059	10,875	1,846	1,650
NISSAN	712	0	1,944	6,216	0	712
NUMMI*	760	200	1,900	9,824	200	760
VOLKSWAGEN	940	1,078	2,246	6,437	1,078	940
Total Cars, U.S.	65,025	111,426	165,014	561,439	111,426	65,025
Total Cars, Canada	6,148	11,441	21,808	74,402	11,441	6,148
N. American Cars	71,173	122,867	186,822	635,841	122,867	71,173
N. American Trucks	37,831	48,890	91,567	297,111	48,890	37,831
North American Cars and Trucks	109,004	171,757	278,389	932,952	171,757	109,004

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Rockwell establishes toll-free telephone link

TROY, Mich.—A single, toll-free telephone number has been established for Rockwell International Automotive Operations. It is (800) 535-5560.

Rockwell said it will provide 24-hour telephone service linking Rockwell's six regional offices and fleet operators, independent operators and dealers.